

Jani-King Regional Office Business Analysis - October 2003

11/11/2003

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Region	Period			Gross Revenue		Operating Income				Operating Expenses		EOM	
		% Growth YTD	Frans Sold YTD	Revenue	DRO	DRO as % of Revenue	Fran DP	IN-House	Operating Income	Expenses - Includes All Payroll	Expenses as % of Revenue	EOM	EOM as % of Revenue
BUF701	12-1997	0.0	14	87,213.06	26,062.15	29.8	2,000.00	12,359.73	40,421.88	57,612.39	66.0	0.00	0.0
BUF701	12-1998	10.1	5	96,007.96	21,869.89	22.7	0.00	3,187.09	25,056.98	44,598.52	46.4	0.00	0.0
BUF701	12-1999	-3.3	11	92,883.09	22,895.02	24.6	0.00	107.71	23,002.73	41,352.59	44.5	0.00	0.0
BUF701	12-2000	-8.8	6	84,683.27	21,050.12	24.8	0.00	-368.16	20,681.96	37,691.04	44.5	0.00	0.0
BUF701	12-2001	22.3	3	103,597.97	23,477.54	22.6	0.00	-710.05	22,767.49	44,057.68	42.5	0.00	0.0
BUF701	12-2002	61.4	12	167,158.82	41,439.75	24.7	51,400.00	6,237.53	99,077.28	83,139.74	49.7	0.00	0.0
BUF701	10-2003	-11.7	13	147,621.59	38,572.92	26.1	2,000.00	844.11	41,417.03	69,177.21	46.8	0.00	0.0
CHC121	12-1997	0.0	63	1,313,500.10	0.00	0.0	32,850.00	5,423.86	38,273.86	280,077.42	21.3	90,125.00	6.8
CHC121	12-1998	4.1	51	1,366,869.30	0.00	0.0	8,850.00	-604.87	8,245.13	267,509.12	19.5	70,000.00	5.1
CHC121	12-1999	11.8	35	1,528,619.90	0.00	0.0	43,850.00	1,202.62	45,052.62	288,167.30	18.8	105,000.00	6.8
CHC121	12-2000	0.1	63	1,530,085.61	329,892.46	21.5	39,500.00	3,769.48	373,161.94	326,371.28	21.3	100,000.00	6.5
CHC121	12-2001	-3.5	111	1,476,371.88	315,013.31	21.3	29,250.00	142.83	344,406.14	323,455.20	21.9	80,000.00	5.4
CHC121	12-2002	6.4	95	1,570,166.69	322,722.99	20.5	26,300.00	-2,409.56	346,613.43	337,717.99	21.5	90,000.00	5.7

NOTES: *DRO Numbers in LAX, SAC and STL are inaccurate prior to 2001 due to conversion.

**Expenses for SDO are inaccurate prior to late 2001 due to bills being paid by hand written checks in region prior to late 2001.

All numbers are unaudited and represent best efforts to gather values from various databases.